



CANNON BUILDING
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STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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PUBLIC MEETING MINUTES:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, January 7, 2010 at 9:30 a.m.
PLACE:	861 Silver Lake Boulevard, Dover, Delaware Conference Room A
MINUTES APPROVED	February 4, 2010

MEMBERS PRESENT

Larry Tims, New Castle County, Professional Member, Vice Chairperson, Presiding
Linda Brannock, Kent County, Professional Member
Tim Riale, Sussex County, Professional Member
Karen Hamilton, Sussex County, Professional Member
Dee Hake DeMolen, Kent County, Professional Member
Roger Truemper, Esquire, New Castle County, Public Member
Geri Parisi, New Castle County, Professional Member
Frani Melda, Kent County, Professional Member
Barbara Mitchell, Sussex County, Public Member

MEMBERS ABSENT

Michael L. McGavisk, New Castle County, Professional Member, Chairperson
Susan Mills, Sussex County, Professional Member

DIVISION STAFF

Shauna Slaughter, Administrative Specialist II

CALL TO ORDER

Mr. Tims called the meeting to order at 9:42 a.m.

REVIEW OF MINUTES

A motion was made by Ms. Brannock, seconded by Ms. Hamilton, to approve the December 3, 2009 minutes as presented. Motion unanimously carried.

UNFINISHED BUSINESS

Continue CE Audit Review

There were no audits for review at this time.

NEW BUSINESS

Review of Letters of Intent and Course Evaluations

A motion was made by Mr. Truemper, seconded by Ms. DeMolen, to accept all letters of intent and course evaluations as submitted. Motion unanimously carried.

Review of Course Provider Applications

A motion was made by Ms. Mitchell, seconded by Mr. Truemper, to recommend to the Real Estate Commission to approve the following items as noted below. Motion unanimously carried.

Course Provider: McKissock, LP

Course Title: Real Estate Related Investments, IRAs, & Qualified Plans **Approved**
Credit Hours: 4

Course Provider: Delaware School of Real Estate

Course Title: Legislative Issues **Approved**
Credit Hours: 3
Course Title: Home Staging Ins and Outs **Approved**
Credit Hours: 3

Course Provider: The CE Shop

Course Title: Seller Representative Specialist (SRS) **Approved**
Credit Hours: 12

Course Provider: Kent County School of Real Estate

Course Title: Salesperson's Core Course **Approved**
Credit Hours: 3
Course Title: Investment Theory, Fundamentals & Techniques **Approved**
Credit Hours: 3

Course Provider: Center for Continuing Education

Course Title: 2008 RESPA Changes **Approved**
Credit Hours: 3

Course Provider: Council of Residential Specialists an affiliate of NAR

Course Title: CRS103 Maximize Your Potential...Personally and Professionally **Approved**
Credit Hours: 8
Course Title: CRS107 Mastering the Art of Selling New Homes **Approved**
Credit Hours: 8

Course Provider: Servpro Industries, Inc.

Course Title: Understanding Mold in the Restoration Industry **Approved**
Credit Hours: 3

Course Provider: Keller Williams Realty

Course Title: Current Hot Topics on Home Inspections and Appraisals **Approved**
Credit Hours: 2

Course Provider: Delaware Association of Realtors

Course Title: Short Sales & Foreclosures: Protecting Your Clients Interests **Approved**
Credit Hours: 6

Course Provider: Delaware State Housing Authority

Course Title: First Time Home Buyer Financing Programs **Approved as CE**
Credit Hours: 2

Review of Instructor Applications

A motion was made by Ms. Brannock, seconded by Ms. DeMolen, to recommend to the Real Estate Commission approval of the following items as noted below. Motion unanimously carried.

Janet Patrick **Approved**

Continuing Education: Professional Enhancement: Achieving Settlement by Minimizing Obstacles

Gary Dodge **Approved**

Continuing Education: Salesperson Core Course/Broker Core Course/

DREC Property Management/Professional Enhancement: Real Contract

Law & Real Property Theory/Agency Relationships & Responsibilities/Anti-Trust Law

Pre-Licensing: Real Estate Law

Broker's Course: Real Estate Documents/Ethics/Legal and Governmental Aspects of Real Estate

Vincent White **Approved – Except Not Approved to Teach Pre-Licensing Law**

Continuing Education: Legislative Update/Salesperson Core Course/Broker Core

Course/DREC Property Management/Professional Enhancement: How to

Thrive/Top Ten Ways/Rules & Reg DREC/Doing Business in the City of

Wilmington/Real Estate Power Principles

Pre-Licensing: Orientation/Real Estate Sales/Real Estate Law

Broker's Course: Brokerage (Sales Management)/Real Estate Documents/

Financing/Ethics/Legal and Governmental Aspects of Real Estate/Real Estate Investments

John Doyle **Approved**

Continuing Education: Professional Enhancement: Advance Commercial RE Investment

Broker's Course: Valuing Real Property

David Meyers **Approved**

Continuing Education: Professional Enhancement: Environmental Disclosure

Michael Selvaggio **Approved**

Continuing Education: Professional Enhancement: Silver Bullet Solutions/Ninja Selling

Barbara Miller **Approved**

Continuing Education: Professional Enhancement: Title Searching

William Salamone **Approved**

Continuing Education: Professional Enhancement: First Time Home Buyer Loan Programs

Cynthia Karnai **Approved**

Continuing Education: Professional Enhancement: First Time Home Buyer Resources

Review Student Requests for Approval of Educational Activity

A motion was made by Ms. Parisi, seconded by Mr. Truemper, to recommend to the Real Estate Commission approval/denial of the following items as noted below. Motion unanimously carried.

Student Name: Bradley Bledsoe **Denied – Specific to Virginia**

Activity Title: Offer to Purchase

Credits Hours: 3

Student Name: Bradley Bledsoe **Approved Contingent upon receipt of timed course outline**

Activity Title: Finance

Credits Hours: 3

Student Name: Bradley Bledsoe **Approved Contingent upon receipt of timed course outline**

Activity Title: Ethics & Standards of Conduct

Credits Hours: 3

Student Name: Bradley Bledsoe **Approved Contingent upon receipt of timed course outline**

Activity Title: Selling Process

Credits Hours: 3

Student Name: Bradley Bledsoe **Denied – Specific to Virginia**
Activity Title: Land Use Issues
Credits Hours: 1

Student Name: Bradley Bledsoe **Approved Contingent upon receipt of timed course outline**
Activity Title: Technology
Credits Hours: 3

Student Name: Bradley Bledsoe **Denied – Specific to Virginia**
Activity Title: Agency Law
Credits Hours: 3

Student Name: Bradley Bledsoe **Approved Contingent upon receipt of timed course outline**
Activity Title: Listing Process/Property Valuation
Credits Hours: 3

Student Name: Bradley Bledsoe **Approved Contingent upon receipt of timed course outline**
Activity Title: Fair Housing
Credits Hours: 3

Student Name: Bradley Bledsoe **Denied – Specific to Virginia**
Activity Title: Real Estate Law
Credits Hours: 3

Student Name: Bradley Bledsoe **Approved Contingent upon receipt of timed course outline**
Activity Title: Business Planning
Credits Hours: 2

Student Name: Jennifer Blatstein **Approved**
Activity Title: CCIM Coursework – CCIM 103
Credit Hours: 9

Election of Officers

A motion was made by Ms. Mitchell, seconded by Ms. Hamilton, to nominate Larry Tims as the Education Committee Chairperson. Motion unanimously carried.

A motion was made by Ms. Hamilton, seconded by Mr. Melda, to nominate Roger Truemper as the Education Committee Vice-Chairperson. Motion unanimously carried.

Correspondence

There was no correspondence for review.

Other Business Before the Committee (for discussion only)

Ms. Brannock confirmed with Ms. Slaughter that a resume was received for Dick Brogan. Ms. Slaughter advised that Mr. Brogan's resume will be reviewed by the Real Estate Commission at their January 14, 2010 meeting. If Mr. Brogan is appointed to the Education Committee, he will replace Ms. Brannock. The committee members thanked Ms. Brannock for her service.

Public Comment

There was no public comment.

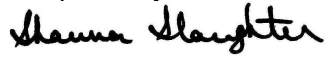
Next Scheduled Meeting

The next meeting will be held on Thursday, February 4, 2010 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

Adjournment

There being no further business, Mr. Truemper made a motion, seconded by Ms. Parisi, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 10:37 a.m.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Shauna Slaughter". The signature is written in a cursive, flowing style.

Shauna Slaughter
Administrative Specialist II